

1953

Records of the State of Maine Department of Sea and Shore Fisheries, Maine Seafood Directory Survey, 1953

Maine Department of Sea and Shore Fisheries

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MAY 13 1953



STATE OF MAINE

DEPARTMENT OF SEA AND SHORE FISHERIES

VICKERY-HILL BUILDING

AUGUSTA

May 6, 1953

Boothbay Harbor Crab & Lobster Company
Boothbay Harbor
Maine

Dear Sirs:

For some time we have been considering the publication of an annual catalogue or directory of all Maine seafood products. Such a list would, of course, include all firms and the various products which they supply. We frequently have inquiries on specialty products and by so listing them on an annual basis we believe the industry could be considerably benefited. At present our lists are confined to the information supplied on license applications. This information is frequently incomplete and inadequate.

It is our intent, if such a publication is considered desirable and worth while, to make it as attractive as possible. Four-color photographs, both for the cover and within the body of the booklet, would help to attain that objective.

A publication of this type could well be used by the Department to circularize its restaurant mailing list as well as to answer inquiries on Maine seafood suppliers. It might serve well as a distribution publication by the industry.

Under the present licensing structure it is practically impossible to compile the various seafood items produced and handled by Maine firms. It is particularly difficult to list specialty products.

If a catalogue is to be published, there are several questions which we would need to have answered:

1. Do you believe that such a publication as described would be of value to your business? *Yes*

2. If you consider the suggestion of value, how many copies could you use to advantage each year? *50*

3. What season of the year would it be most desirable to have the pamphlet come out? We had considered early fall. *Early Fall*

4. What products produced or distributed by your firm do you wish to have listed? Please include any specialties. *Wholesale and Retail lobsters, lobster meat + Crab meat*

5. Do you wish to be listed as filling orders to individual customers? *yes*

6. Under each item please indicate category of product:
canned - frozen - fresh - live.

Live lobsters
Fresh + frozen lobster meat
Fresh + frozen Crab meat.

Very truly yours,

Robert L. Dow

ROBERT L. DOW
Commissioner

Maine
State Archives



STATE OF MAINE

DEPARTMENT OF SEA AND SHORE FISHERIES

VICKERY-HILL BUILDING

AUGUSTA

May 6, 1953

Entwistle Lobster Company
Round Pond
Maine

JUN 26 1953

Dear Sir :

For some time we have been considering the publication of an annual catalogue or directory of all Maine seafood products. Such a list would, of course, include all firms and the various products which they supply. We frequently have inquiries on specialty products and by so listing them on an annual basis we believe the industry could be considerably benefited. At present our lists are confined to the information supplied on license applications. This information is frequently incomplete and inadequate.

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Under the present licensing structure it is practically impossible to compile the various seafood items produced and handled by Maine firms. It is particularly difficult to list specialty products.

If a catalogue is to be published, there are several questions which we would need to have answered:

1. Do you believe that such a publication as described would be of value to your business?

yes

2. If you consider the suggestion of value, how many copies could you use to advantage each year?

Probably a couple of hundred

3. What season of the year would it be most desirable to have the pamphlet come out? We had considered early fall.

Spring should be better for the lobster trade

- 2 -

*Lobsters, clams (steamer), cherrystone clams,
"packaged" clam cakes*

4. What products produced or distributed by your firm do you wish to have listed? Please include any specialties.

5. Do you wish to be listed as filling orders to individual customers?

yes, whole sale, and individual orders, 8# up

6. Under each item please indicate category of product:
canned - frozen - fresh - live.

↓
*lobster
meat*

↓
*lobsters
clams
cherrystone clams*

Very truly yours,

Robert L. Dow

ROBERT L. DOW
Commissioner

Maine
State Archives



STATE OF MAINE

DEPARTMENT OF SEA AND SHORE FISHERIES

VICKERY-HILL BUILDING

AUGUSTA
May 6, 1953

JUL 28 1953

L. D. Newman & Son
Manset
Maine

Dear Sirs:

For some time we have been considering the publication of an annual catalogue or directory of all Maine seafood products. Such a list would, of course, include all firms and the various products which they supply. We frequently have inquiries on specialty products and by so listing them on an annual basis we believe the industry could be considerably benefited. At present our lists are confined to the information supplied on license applications. This information is frequently incomplete and inadequate.

It is our intent, if such a publication is considered desirable and worth while, to make it as attractive as possible. Four-color photographs, both for the cover and within the body of the booklet, would help to attain that objective.

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Under the present licensing structure it is practically impossible to compile the various seafood items produced and handled by Maine firms. It is particularly difficult to list specialty products.

If a catalogue is to be published, there are several questions which we would need to have answered:

1. Do you believe that such a publication as described would be of value to your business? *I think it might help to introduce new items not generally considered*
2. If you consider the suggestion of value, how many copies could you use to advantage each year? *THE General distribution that you would GIVE it would probably be adequate.*
3. What season of the year would it be most desirable to have the pamphlet come out? We had considered early fall.

EARLY FALL would be good.

4. What products produced or distributed by your firm do you wish to have listed? Please include any specialties.

5. Do you wish to be listed as filling orders to individual customers?

Yes

6. Under each item please indicate category of product:
canned - frozen - fresh - live.

Very truly yours,

Robert L. Dow

ROBERT L. DOW
Commissioner

July 26/5

Dear Sir:

Boneless Salt Pollock



Put Up By
L. D. Newman & Son
Manset, Maine
1 Lb. Net Wt. When Packed

I catch + salt these fish in the Summer +
late Fall. Starting in November

the large pollock + wrap in 1 lb

ags. They have become quite

popular locally and the thought just occurred

to me that many restaurants or wholesale
outlets might be interested in trying them out.

This inquiry was misplaced + I did
not discover it until now. No doubt it is

of no use to you at this late date. In
returning it however for whatever use you can
make of it. Very truly yours. L. S. Newman



JUN 8 1953

STATE OF MAINE

DEPARTMENT OF SEA AND SHORE FISHERIES

VICKERY-HILL BUILDING

AUGUSTA
May 6, 1953

Hatch Brothers
P. O. Box 127
Wells, Maine

Dear Sirs:

For some time we have been considering the publication of an annual catalogue or directory of all Maine seafood products. Such a list would, of course, include all firms and the various products which they supply. We frequently have inquiries on specialty products and by so listing them on an annual basis we believe the industry could be considerably benefited. At present our lists are confined to the information supplied on license applications. This information is frequently incomplete and inadequate.

It is our intent, if such a publication is considered desirable and worth while, to make it as attractive as possible. Four-color photographs, both for the cover and within the body of the booklet, would help to attain that objective.

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Under the present licensing structure it is practically impossible to compile the various seafood items produced and handled by Maine firms. It is particularly difficult to list specialty products.

If a catalogue is to be published, there are several questions which we would need to have answered:

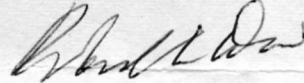
1. Do you believe that such a publication as described would be of value to your business? *Yes*

2. If you consider the suggestion of value, how many copies could you use to advantage each year? *250 to 500*

3. What season of the year would it be most desirable to have the pamphlet come out? We had considered early fall. *FALL IS All Right - OUR SEASON from March to Dec*

4. What products produced or distributed by your firm do you wish to have listed? Please include any specialties. *lobsters. All kind of fish & clams*
5. Do you wish to be listed as filling orders to individual customers? *yes*
6. Under each item please indicate category of product:
canned - frozen - fresh - live.

Very truly yours,



ROBERT L. DOW
Commissioner

Maine
State Archives

MAY 18 1953



STATE OF MAINE

DEPARTMENT OF SEA AND SHORE FISHERIES

VICKERY-HILL BUILDING

AUGUSTA

May 6, 1953

Mr. Kenneth Hutchins
Port Lobster Company
Ocean Avenue
Kennebunkport, Maine

Dear Sir :

For some time we have been considering the publication of an annual catalogue or directory of all Maine seafood products. Such a list would, of course, include all firms and the various products which they supply. We frequently have inquiries on specialty products and by so listing them on an annual basis we believe the industry could be considerably benefited. At present our lists are confined to the information supplied on license applications. This information is frequently incomplete and inadequate.

It is our intent, if such a publication is considered desirable and worth while, to make it as attractive as possible. Four-color photographs, both for the cover and within the body of the booklet, would help to attain that objective.

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Under the present licensing structure it is practically impossible to compile the various seafood items produced and handled by Maine firms. It is particularly difficult to list specialty products.

If a catalogue is to be published, there are several questions which we would need to have answered:

1. Do you believe that such a publication as described would be of value to your business? Yes

2. If you consider the suggestion of value, how many copies could you use to advantage each year? At least 1000

3. What season of the year would it be most desirable to have the pamphlet come out? We had considered early fall.
Spring, before the summer season starts

4. What products produced or distributed by your firm do you wish to have listed? Please include any specialties. Lobsters

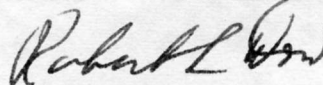
5. Do you wish to be listed as filling orders to individual customers? Yes

6. Under each item please indicate category of product:
canned - frozen - fresh - live. also Cooked

X

X

Very truly yours,



ROBERT L. DOW
Commissioner

Maine
State Archives



MAY 18 1953

STATE OF MAINE

DEPARTMENT OF SEA AND SHORE FISHERIES

VICKERY-HILL BUILDING

AUGUSTA

May 6, 1953

Stonington Lobster Cooperative
Stonington
Maine

Dear Sirs:

For some time we have been considering the publication of an annual catalogue or directory of all Maine seafood products. Such a list would, of course, include all firms and the various products which they supply. We frequently have inquiries on specialty products and by so listing them on an annual basis we believe the industry could be considerably benefited. At present our lists are confined to the information supplied on license applications. This information is frequently incomplete and inadequate.

It is our intent, if such a publication is considered desirable and worth while, to make it as attractive as possible. Four-color photographs, both for the cover and within the body of the booklet, would help to attain that objective.

A publication of this type could well be used by the Department to circularize its restaurant mailing list as well as to answer inquiries on Maine seafood suppliers. It might serve well as a distribution publication by the industry.

Under the present licensing structure it is practically impossible to compile the various seafood items produced and handled by Maine firms. It is particularly difficult to list specialty products.

If a catalogue is to be published, there are several questions which we would need to have answered:

1. Do you believe that such a publication as described would be of value to your business? *yes*

2. If you consider the suggestion of value, how many copies could you use to advantage each year? *100*

3. What season of the year would it be most desirable to have the pamphlet come out? We had considered early fall. *yes*



MAY 13 1953

STATE OF MAINE

DEPARTMENT OF SEA AND SHORE FISHERIES

VICKERY-HILL BUILDING

AUGUSTA
May 6, 1953*Quincy*

Crawford's Lobster Company
Frisbee's Wharf
Kittery Point, Maine

Dear Sirs:

For some time we have been considering the publication of an annual catalogue or directory of all Maine seafood products. Such a list would, of course, include all firms and the various products which they supply. We frequently have inquiries on specialty products and by so listing them on an annual basis we believe the industry could be considerably benefited. At present our lists are confined to the information supplied on license applications. This information is frequently incomplete and inadequate.

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Under the present licensing structure it is practically impossible to compile the various seafood items produced and handled by Maine firms. It is particularly difficult to list specialty products.

If a catalogue is to be published, there are several questions which we would need to have answered:

1. Do you believe that such a publication as described would be of value to your business?

Yes

2. If you consider the suggestion of value, how many copies could you use to advantage each year?

500

3. What season of the year would it be most desirable to have the pamphlet come out? We had considered early fall.

*In April
because that is
just the beginning of
season's business.*

4. What products produced or distributed by your firm do you wish to have listed? Please include any specialties.

Alive Lobsters
Fresh Lobster Meat
Fresh Frozen
Lobster Stew

5. Do you wish to be listed as filling orders to individual customers?

yes
also Wholesale

6. Under each item please indicate category of product:
canned - frozen - fresh - live.

Very truly yours,

Robert L. Dow

ROBERT L. DOW
Commissioner

Maine
State Archives



MAY 15 1953

STATE OF MAINE

DEPARTMENT OF SEA AND SHORE FISHERIES

VICKERY-HILL BUILDING

AUGUSTA

May 6, 1953

Mr. Frank E. Farrin
South Bristol
Maine

Dear Sir :

For some time we have been considering the publication of an annual catalogue or directory of all Maine seafood products. Such a list would, of course, include all firms and the various products which they supply. We frequently have inquiries on specialty products and by so listing them on an annual basis we believe the industry could be considerably benefited. At present our lists are confined to the information supplied on license applications. This information is frequently incomplete and inadequate.

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Under the present licensing structure it is practically impossible to compile the various seafood items produced and handled by Maine firms. It is particularly difficult to list specialty products.

If a catalogue is to be published, there are several questions which we would need to have answered:

1. Do you believe that such a publication as described would be of value to your business? *yes*

2. If you consider the suggestion of value, how many copies could you use to advantage each year? *250*

3. What season of the year would it be most desirable to have the pamphlet come out? We had considered early fall. *June 1*

4. What products produced or distributed by your firm do you wish to have listed? Please include any specialties.

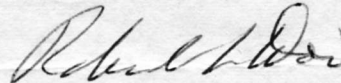
Live Lobsters
Fresh Mackerel
Fresh clams

5. Do you wish to be listed as filling orders to individual customers?

yes

6. Under each item please indicate category of product:
canned - frozen - fresh - live.

Very truly yours,



ROBERT L. DOW
Commissioner

Maine
State Archives



MAY 15 1953

STATE OF MAINE
DEPARTMENT OF SEA AND SHORE FISHERIES

VICKERY-HILL BUILDING

AUGUSTA
May 6, 1953

Mr. E. R. Crozier
Stonington
Maine

Dear Sir :

For some time we have been considering the publication of an annual catalogue or directory of all Maine seafood products. Such a list would, of course, include all firms and the various products which they supply. We frequently have inquiries on specialty products and by so listing them on an annual basis we believe the industry could be considerably benefited. At present our lists are confined to the information supplied on license applications. This information is frequently incomplete and inadequate.

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Under the present licensing structure it is practically impossible to compile the various seafood items produced and handled by Maine firms. It is particularly difficult to list specialty products.

If a catalogue is to be published, there are several questions which we would need to have answered:

1. Do you believe that such a publication as described would be of value to your business? *Yes*

2. If you consider the suggestion of value, how many copies could you use to advantage each year? *200*

3. What season of the year would it be most desirable to have the pamphlet come out? We had considered early fall. *O.K.*

4. What products produced or distributed by your firm do you wish to have listed? Please include any specialties. *Scallops, Lobster meat, and Crab meat. Lobsters, steamers clam*

5. Do you wish to be listed as filling orders to individual customers? *Yes*

6. Under each item please indicate category of product:
canned - frozen - fresh - live.

Very truly yours,

Robert L. Dow

ROBERT L. DOW
Commissioner

It might be advisable to note firms dealing exclusively in Maine products. We handle only Maine products, but feel that much of our advertising goes to help market foreign products.

E. R. Grozier



MAY 14 1953

STATE OF MAINE
DEPARTMENT OF SEA AND SHORE FISHERIES
VICKERY-HILL BUILDING
AUGUSTA
May 6, 1953

Shackford & Gooch
Kennebunkport
Maine

Dear Sirs:

For some time we have been considering the publication of an annual catalogue or directory of all Maine seafood products. Such a list would, of course, include all firms and the various products which they supply. We frequently have inquiries on specialty products and by so listing them on an annual basis we believe the industry could be considerably benefited. At present our lists are confined to the information supplied on license applications. This information is frequently incomplete and inadequate.

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If a catalogue is to be published, there are several questions which we would need to have answered:

1. Do you believe that such a publication as described would be of value to your business? *yes*

2. If you consider the suggestion of value, how many copies could you use to advantage each year? *?*

3. What season of the year would it be most desirable to have the pamphlet come out? We had considered early fall.

Early Spring

4. What products produced or distributed by your firm do you wish to have listed? Please include any specialties.

5. Do you wish to be listed as filling orders to individual customers?

Catering to individual customers

6. Under each item please indicate category of product:
canned - frozen - fresh - live.

Fresh fish of all kinds in season

Live Lobsters

Very truly yours,

Robert L. Dow

ROBERT L. DOW
Commissioner

Maine
State Archives

MAY 14 1953



STATE OF MAINE

DEPARTMENT OF SEA AND SHORE FISHERIES

VICKERY-HILL BUILDING

AUGUSTA

May 6, 1953

Fisherman's Wharf, Inc.
44 Commercial Street
Boothbay Harbor, Maine

Dear Sirs:

For some time we have been considering the publication of an annual catalogue or directory of all Maine seafood products. Such a list would, of course, include all firms and the various products which they supply. We frequently have inquiries on specialty products and by so listing them on an annual basis we believe the industry could be considerably benefited. At present our lists are confined to the information supplied on license applications. This information is frequently incomplete and inadequate.

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Under the present licensing structure it is practically impossible to compile the various seafood items produced and handled by Maine firms. It is particularly difficult to list specialty products.

If a catalogue is to be published, there are several questions which we would need to have answered:

1. Do you believe that such a publication as described would be of value to your business? *YES*

2. If you consider the suggestion of value, how many copies could you use to advantage each year? *500*

3. What season of the year would it be most desirable to have the pamphlet come out? We had considered early fall. *SPRING FOR US.*

4. What products produced or distributed by your firm do you wish to have listed? Please include any specialties.

5. Do you wish to be listed as filling orders to individual customers?

YES- LIVE LOBSTERS- FAMILY ORDERS

6. Under each item please indicate category of product:
canned - frozen - fresh - live.

Very truly yours,

Robert L. Dow

ROBERT L. DOW
Commissioner

We also operate "The Lobster House" here on the wharf, serving all Maine seafood dinners.

A booklet of this kind it would seem to me to be very helpful to the industry.

Thanking you for your past favors, I am

Very truly yours

Robert L. Ryall, Pres
Fisherman's Wharf, Inc.

George H. Lyon & Son

FOUNDED 1904

EASTPORT, MAINE

TELEPHONE 207

SARDINES
KIPPERED HERRING
VINCURED HERRING

FISH MEAL
FISH OILS

May 9th, 1953

Mr. Robert L. Dow, Commissioner
Department of Sea and Shore Fisheries
Augusta, Maine

Dear Mr. Dow:

We believe that the Maine sea food directory outlined by your letter of May 6th would have advertising value for all Maine products in the sea food category.

Fifty to one hundred copies could be put to use by us each year.

From our point of view it doesn't seem to matter whether the directory becomes available during any particular season.

Under the category of canned fish we would want a listing of:

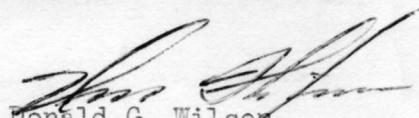
1/4 oil Maine sardines
#1 oval sardines in tomato sauce
#1 oval English style Kippered Herring
Kippered Snacks
Sardine specialties

We would not want to be listed as soliciting orders from individual customers.

Best regards.

Yours very truly,

GEORGE H. LYON & SON


Donald G. Wilson
General Manager

smm

MAY 12 1953

MACHIASPORT CANNING COMPANY

EASTPORT, MAINE

May 11, 1953

Canneries
EASTPORT
MACHIASPORT
McKINLEY



Packers of
PALM BRAND SARDINES

Mr. Robert L. Dow, Commissioner
Department of Sea and Shore Fisheries
Augusta, Maine

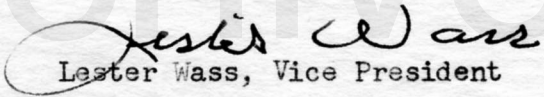
Dear Mr. Dow:

This will acknowledge your form letter dated May 6 concerning the proposition of an annual directory of all Maine sea food products. We believe that such a publication would be of value to our business however, our demand for copies probably would be light.

We do not wish to be listed as filling orders to individual customers and we do not think the season of the year has much importance so far as our business is concerned. We are canners of Maine Sardines only.

Yours truly,

MACHIASPORT CANNING COMPANY



Lester Wass, Vice President

LW:S

MAY 12 1953



HOLMES PACKING CORPORATION

M. B. PIKE
GENERAL MANAGER

TELEPHONE EASTPORT 22

Packers of Fine Foods

EASTPORT, MAINE

May 11, 1953

Dept. of Sea and Shore Fisheries,
Augusta, Maine

Gentlemen:

Replying to your circular letter of the 6th advising us that you are considering publishing an annual catalogue or directory of all Maine seafood products. The following are answers to your several questions:

- 1- Such a publication will be of limited value to our business.
- 2- Very few
- 3- Season will be immaterial for our business.
- 4- Sardines in Oil, Mustard or Tomato Sauce.
- 5- No
- 6- Canned sardines

We regret that our answers aren't more encouraging but our business is conducted almost exclusively through brokers, with most of whom we have been in intimate contact for years and we do not believe such a publication would be of much assistance.

Very truly yours,

HOLMES PACKING CORPORATION

By

MBP:K

DOWNEASTER INC. MAY 12 1953

493 Commercial Street
PORTLAND 3, MAINE

May 11, 1953

Department of Sea and Shore Fisheries
Vickery-Hill Building
Augusta, Maine

Dear Sirs:

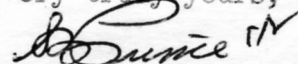
This is in reference to a letter from your
Department relating to an annual directory catalogue.

We wish to state that this directory will be
an available service to our business.

We submit the answers to the questions asked:

1. Do you believe that such a publication as described
would be of value to your business? Yes
2. If you consider the suggestion of value, how many
copies could you use to advantage each year? Any amount
3. What season of the year would it be most desirable to
have the pamphlet come out? We had considered early
fall. OK
4. What products produced or distributed by your firm do
you wish to have listed? Lobster Pie, Lobster Stew,
Lobster Royal
5. Do you wish to be listed as filling orders to individual
customers? No
6. Under each item please indicate category of product:
Frozen

Very truly yours,



S. J. Prince, Jr.
Manager



COAST FISHERIES

DIVISION OF

The Quaker Oats Company

PACKERS OF

CALIFORNIA SEA FOODS

WILMINGTON, CALIFORNIA

(LOS ANGELES HARBOR)

PET FOOD DIVISION

Lubec, Maine

May 12, 1953

MAY 13 1953

Department of Sea and Shore Fisheries
Vickery-Hill Building
Augusta, Maine

Attention Mr. Robert L. Dow

Dear Sir:

We have your letter of May 6 regarding a proposed annual catalogue. Do to the particular product which we manufacture, we do not believe that such a publication would be of any benefit to us.

Thank you for your time and kind consideration, remaining

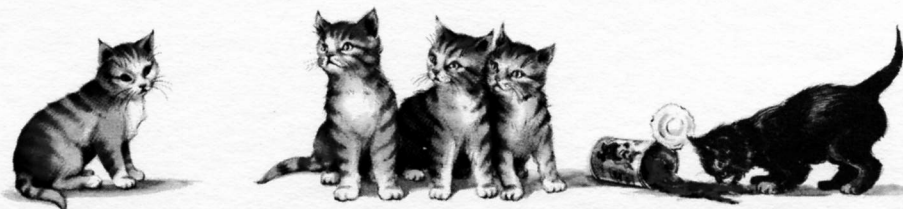
Very truly yours,

COAST FISHERIES

A handwritten signature in cursive script, appearing to read "V. W. Broadbent".

V. W. Broadbent

VWB:sm



MAY 14 1953

SALTWATER FARM
INCORPORATED



TELEPHONE 263
DAMARISCOTTA, MAINE
May 12, 1953

Mr. Robert L. Dow, Commissioner
Department of Sea and Shore Fisheries
Vickery-Hill Building
Augusta, Maine

Dear Bob:

The catalog sounds to me like a good idea, although we will probably benefit from it least. There are similar catalogs, as you know, in other fields and I imagine that they are useful. Incidentally, I believe most of them charge for a copy. This may not be a good idea at first, but perhaps it would be in time. In answer to your questions:

1. Yes, from the point of view that we could find our way to additional specialties.
2. We would like a couple of dozen, some for our own use and some for wholesale inquiries which we can't handle.
3. I imagine September would be best for us, but anytime would be fine.
4. Clam Chowder, Fish Chowder, Clam Bisque, Newburg Sauce Base, Minced Clams, Sardines, Lobster Newburg, Live Lobsters, Steamer Clams in the shell, and Cherry-stone Clams in the shell.
5. Yes, we will fill orders for individual customers.
6. This is covered in Question 4.

Faithfully yours,

Edward A. Myers

EAM:mbd

4. Live Lobsters, Steamers in shell, Cherry-stone in shell, Minced in shell
Canned Clam Chowder, Fish Chowder, Clam Bisque, Newburg Sauce Base, Sardines, Lobster Newburg.

MAY 14 1953



York Harbor, Maine.
May 13, 1953.

Mr. Robert L. Dow, Commissioner
Department of Sea & Shore Fisheries
Augusta, Maine.

Dear Sir:

Replying to your letter dated May 10th last we consider the publication very desirable and reply to your questions as follows:

1. Yes.
2. One Hundred Copies
3. Anytime
4. Live Lobsters, Cooked Lobsters, Lobster Meat.
5. Yes.
6. Live.

Thanking you, we are

Very truly yours,

SEWALL LOBSTER COMPANY

W.W. Salls
Sales Mgr.

WWS:B

MEMORANDUM

Date _____

To _____ From _____

Subject: _____

MAY 13 1959

DEPARTMENT OF SEA AND SHORE FISHERIES

Sorry, but we don't see where this would be of value to us.

BATH CANNING COMPANY

Bath Canning Company
Bowery Street
Bath, Maine

Dear Sir:

FORM 549: Standard Printing Co., Pittsburgh 33, Pa. Cedar 1-1578

and by so listing them on an annual basis we believe the industry could be considerably benefited. At present our lists are confined to the information supplied on license applications. This information is frequently incomplete and inadequate.

It is our intent, if such a publication is considered desirable and worth while, to make it as attractive as possible. Four-color photographs, both for the cover and within the body of the booklet, would help to attain that objective.

A publication of this type could well be used by the Department to circularize its restaurant mailing list as well as to answer inquiries on Maine seafood suppliers. It might serve well as a distribution publication by the industry.

Under the present licensing structure it is practically impossible to compile the various seafood items produced and handled by Maine firms. It is particularly difficult to list specialty products.

If a catalogue is to be published, there are several questions which we would need to have answered:

1. Do you believe that such a publication as described would be of value to your business?

2. If you consider the suggestion of value, how many copies could you use to advantage each year?

3. What season of the year would it be most desirable to have the pamphlet come out? We had considered early fall.

MAY 14 1953

CAMDEN { 452
453
3039

REGAL LOBSTER CO., Inc.

Finest State o' Maine Lobsters Exclusively

GENERAL OFFICE AND PLANT

CAMDEN, MAINE

May 12, 1953

Mr. Robert L. Dow, Commissioner
Department of Sea and Shore Fisheries
Vickery-Hill Building
Augusta, Maine

Dear Commissioner Dow:

We are pleased to answer your form letter of May 6 relative to your proposed annual catalogue or directory.

1. The publication such as described would be of value to our business.
2. It would be of value to seafood and lobster business in general.
3. We could use approximately 1,000 catalogues to good advantage each year.
4. We consider that the catalogues should come out in the Spring of the year so that it would catch any prospects for lobsters and seafood that might be interested for the Summer season. The interest so created in the Spring would carry on into the Summer and Fall. We do not advertise or push lobsters in the Winter since usually at that time lobsters are scarce and high in price.
5. We wish to list ourselves as a distributor of alive lobsters; also fresh picked lobster meat.
6. We may add that we will fill orders to individual customers via Railway Express.

MH/mc

Ocean Fresh  Lobsters
"A National Reputation"

REGAL LOBSTER COMPANY, INC.

Morris Heliott, President

BUYERS AND DEPOTS
IN

PORT CLYDE
SOUTHWEST HARBOR
VINALHAVEN
CRIEHAVEN
TENANTS HARBOR

MAINE

Stavis Ipswich Clam Co., Inc.

Wholesale Dealers In CLAMS

TELEPHONE
HUBBARD 2-6349-2-6352

148 NORTHERN AVENUE
BOSTON 10, MASS.

MAY 18 1953
May 14, 1953

Dept. of Sea & Shore Fisheries
Vickery-Hill Bldg.,
Augusta, Maine

Gentlemen:-

We are in receipt of your May 6th communication regarding sea food products produced and distributed by the undersigned.

We are on the approved list of the U.S. Dept. of Public Health as shippers and producers of soft shell clams. In addition, thereto, we are distributors of frozen shrimp, breaded shrimp, scallops and lobster meat.

It is our belief that a publication as described by you would be of value to everyone affiliated with the sea food industry, with the full realization that any sea food product can be purchased from a firm located within the state. This information would be of great value to the hotels and restaurants, as they will realize that all sea food can be purchased within a radius of 100 miles of their location, without having to pay prohibitive prices. Unquestionably this would greatly add to the prestige of the State of Maine.

With the printing of this pamphlet we could use a minimum of 200 copies and this could be published at your discretion. If this pamphlet were printed, we, naturally, would want to have all our products associated with our name.

If we can be of any assistance to you in the above, do not hesitate to call on us.

Sincerely Yours,

STAVIS IPSWICH CLAM CO.

BY

Melvin Stavis

MS:SS

MAY 15 1953

NORTH ATLANTIC PACKING COMPANY

Packers of "Bar Harbor Brand"
Quality Seafood Specialties

Main Office: 47 WEST STREET, BAR HARBOR, MAINE

Telephone: Bar Harbor 173

May 14, 1953

Mr. Robert L. Dow, Commissioner
Department of Sea and Shore Fisheries
Vickery Hill Building
Augusta, Maine

Dear Mr. Dow:

This will acknowledge your letter of the 6th.

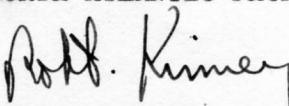
We believe a publication such as you suggest would be very advantageous to our Company. It is difficult for us to determine how many copies we could use in a year, until we had been using the publication for a year. Should we have this available this year we would like 500 copies to distribute.

It would seem to us that the beginning of a new year would be an ideal time to bring out your proposed publication. However, we would be happy to see it published at any date.

We would wish to be listed as filling orders from individual customers. In our listing we would want the following products mentioned: Sardines in 9 ounce oval cans in either tomato or mustard sauce, steamed clams in the shell in cans, lobster spread, sardine spread, mussels, crabmeat, and clams. All these products are canned.

Very truly yours,

NORTH ATLANTIC PACKING CO.


Robert Kinney

RK/m

MAY 25 1953

WHOLESALE
RETAIL

ORCUTT and HALL

LOBSTER DEALERS

LIVE -- BOILED LOBSTER MEAT

BIDDEFORD POOL, MAINE

May 20, 1953

Robert L Dow Commissioner
Sea + Shore Fisheries
Augusta, Me.

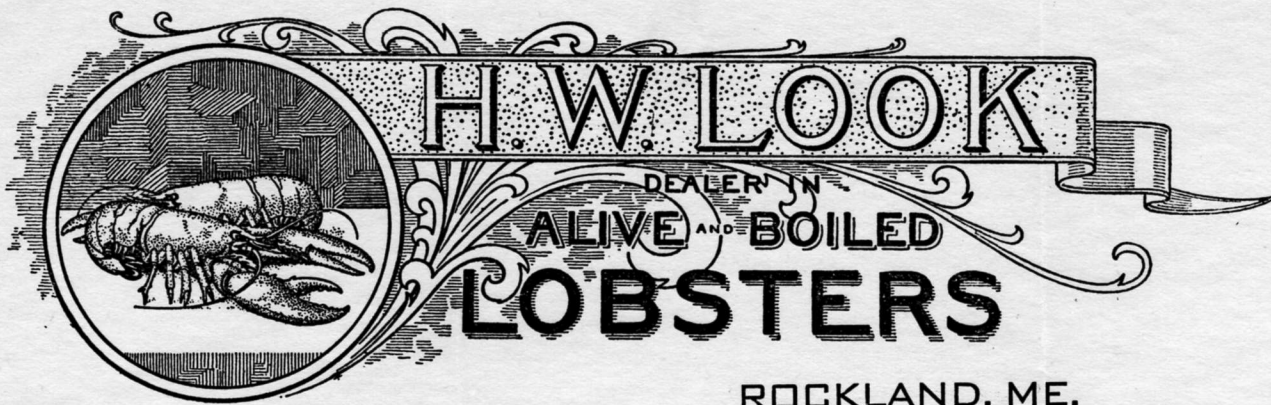
Dear Sir:

Regarding your letter of May 6, I would like to say that I am very definitely in favor of anything that will help the fishing industry, especially lobsters, in the state of Maine.

Since we handle Lobsters only our listing would be very simple however we could distribute quite a few to our accounts. The answers to the questions are listed below:

- 1) yes, definitely
- 2) approximately 50
- 3) Fall, preferably
- 4) Lobsters
- 5) yes
- 6) Live

Sincerely
Lester B Orcutt
Orcutt + Hall



MAY 25 1953

Robert L. Dow, Com'r,
Sea & Shore Fisheries Dept.,
Vickery-Hill Bldg.,
Augusta, Maine.

Dear Bob:-

Answering your letter of recent date will say it strikes me that your suggestion, the publishing of a Maine Seafoods Directory, would be of great help to the industry.

Answering question No. 2, I would think it would be of no value to the separate members of the industry, as of course no one would care to send out individual quoting of a publication containing names of all his competitors; but it would be of great value from your office.

In reference to question No. 3, I would think that early Fall would be as good time as any. Obviously you could not get it out immediately, at which time we have plentiful supplies of all sizes. In the early Fall we have a good supply of small sizes, but have been and probably will be desperately short of the large sizes.

Question No. 4: we handle only lobster alive and boiled, and lobster meat.

Question No. 5: we would of course like to be listed as supplying lobster products to any individual or concern.

On the whole, Bob, I think it is a worthy project.

Sincerely yours,

HWL/k.

SEBASCO FISHERMENS ASSOCIATION

MAY 25 1953 SEBASCO, MAINE



"FROM DEEP SEA TO DEEP FREEZE WITHIN A DAY"

ADDRESS SALES CORRESPONDENCE TO: JACOB ASSOCIATES INC., WEST CHESTER, PA. - SALES AGENTS

May 25, 1953

Department of Sea and Shore Fisheries
Vickery-Hill Building
Augusta, Maine

Attn: Robert L. Dow
Commissioner

Dear Sir:

We appreciate yours of May 6th and have noted our answers on attached transcopy.

Answering your question 4, we pack: -

SEBASCO Maine Frosted Lobster, all types

SEBASCO Maine Frosted Whiting, all types

Product inquiries should go to our Sales Company - JACOB ASSOCIATES, INC., Box 456, West Chester, Pennsylvania, phones 1502 and 0342-J.

If your space assigned to each Maine company will permit, we can detail the above by items sufficient to use the available space.

Just let us know. And hearty thanks.

Cordially yours,

SEBASCO FISHERMEN'S ASSOCIATION

Philip H. Jacob

ESTABLISHED 1821



MAY 26 1953

FINE CANNED FOODS

85 WALNUT STREET, WATERTOWN 72, MASS.

May 25, 1953

Mr. Robert L. Dow, Commissioner
Department of Sea and Shore Fisheries
Vickery-Hill Building
Augusta, Maine

Dear Bob:

In answer to the questions in your letter of
May 6th, we would like to state the following:

(1) We believe that we cover the market available
for our products. However, there is always a possibility
that such a market is not covered completely so, therefore,
it is possible such a catalogue would advise us of additional
customers. However, if we were asked to pay for our share of
it, we would not do so as we do not feel it would be worth
while.

(2) Possibly a dozen or so.

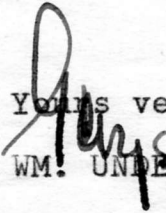
(3) No opinion.

(4) Sardines (oil, mustard and tomato sauce).

(5) No.

(6) Canned.

Yours very truly,


WM. UNDERWOOD COMPANY

G.C. Seybolt/D

BIRDS EYE DIVISION

GENERAL FOODS CORPORATION

One Fish Pier, Boston 10, Mass.

JUN 8 1953

June 5, 1953

Mr. Robert L. Dow, Commissioner
Dept. of Sea and Shore Fisheries
Vickery-Hill Building
Augusta, Maine

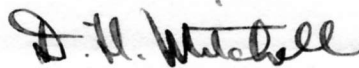
Dear Mr. Dow:

We have read your letter very carefully about the publication of an annual catalog or directory on all Maine seafood products.

As you are well aware, we produce considerable tonnage of fish in the State of Maine. This fish is marketed under Birds Eye label, and because of this fact we feel that a catalog of the type discussed in your letter would not interest us. Our selling organization, being national and as large as it is, does an adequate job for the products we produce.

Yours truly,

BIRDS EYE DIVISION
GENERAL FOODS CORPORATION



D. H. Mitchell, Assistant
Sea Food Product Manager

DHM/evh

cc: R. A. Merchant